



## *SUCCESS STORY*

### *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

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### **FROM BASEMENT TO CORPORATE OFFICES**

“No man is an island!” That is a part of Jennell Williams’s business philosophy. In order to succeed and to move forward, a business owner needs to bring along the entire team. In 1983, Jennell Williams became the founder and president of J.L. Williams Professional Services, Inc. located in Chester, Pennsylvania. This small business began its operation out of Jennell’s basement. The first services that were offered by J. L. Williams Professional Services, Inc were payroll and typing assistance to small businesses.

Over the years Ms. Williams’s company has grown out of its basement with five employees to 32 employees and is now located at 5<sup>th</sup> and Penn Streets in Chester. J. L. Williams incorporated in the State of Pennsylvania in 1988 and then applied for the U.S. Small Business Administration (SBA) 8(a) business development program.

J. L. Williams became an approved SBA 8(a) firm on June 10, 2002. Since that time, the firm has enjoyed many contracts as a result of this certification. Williams has received contract from agencies such as the U. S. Department of Labor and private companies, including major banks and insurance companies. Most recently, J.L. Williams Professional Services, Inc. was awarded an SBA 8(a) set-aside federal contract with a value in excess of \$400,000 only months after Williams joined the SBA’s 8(a) business development program.

Early in business, Ms. Williams faced many challenges to keep pace with the demand for high technology. She restructured the company and advancing to a competitive corporate concept with emphasis on database management services, computer training and other computer technologies. In addition, Jennell has put a great deal of emphasis on personal development and training of her own staff. In turn, they have expanded into conducting human resource training and development for larger firms.

Jennell is a native of Chester and has a diverse educational background. She is a graduate from Penn State University, Immaculata College and has received certificates in training from Pitney Bowes School of Mail Management, Boeing Management Training and the University of Wisconsin Minority School of Management.

Since 1988 Jennell has sponsored an annual business network for the Chester area and in 1996 sponsored a scholarship program to finance minority business owners to attend Minority Business Management Seminars at the University of Wisconsin.